



Wipro – Presentation to Investors

July – September, 2012



Safe Harbor

This presentation may contain certain “forward looking” statements, which involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those that may be projected by these forward looking statements. These uncertainties have been detailed in the reports filed by Wipro with the Securities and Exchange Commission and these filings are available at www.sec.gov. This presentation also contains references to findings of various reports available in the public domain. Wipro makes no representation as to their accuracy or that the company subscribes to those findings.

Agenda

1 Our track record on performance

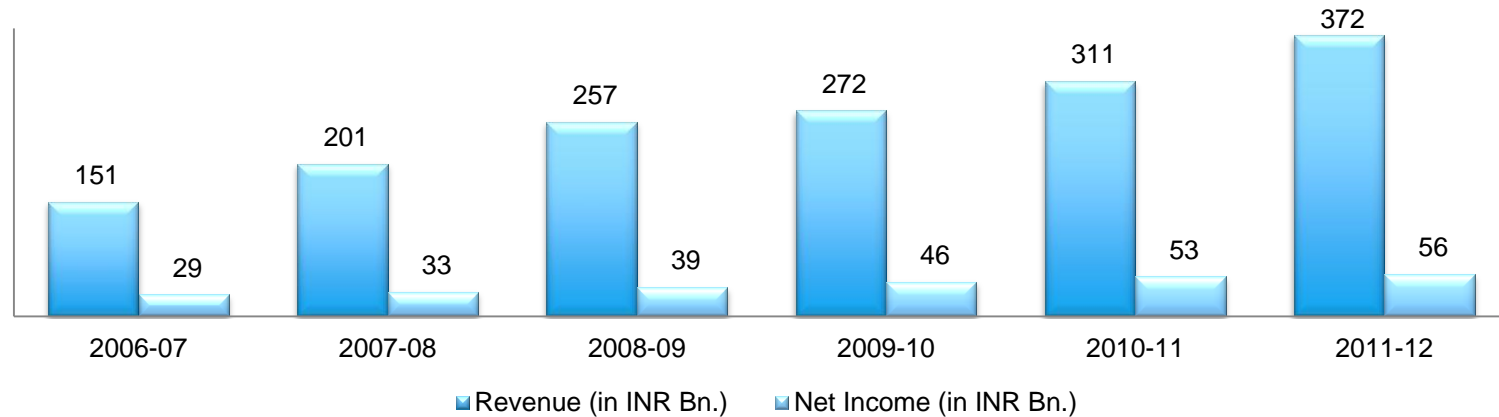
2 Overall Market Opportunity

3 Our Strategy

Track Record on Performance



Overall Revenue at a 20% CAGR and Net Income at a 14% CAGR over the last 6 years



Revenues of ~\$7.3 billion for FY 12

Incorporated in 1945

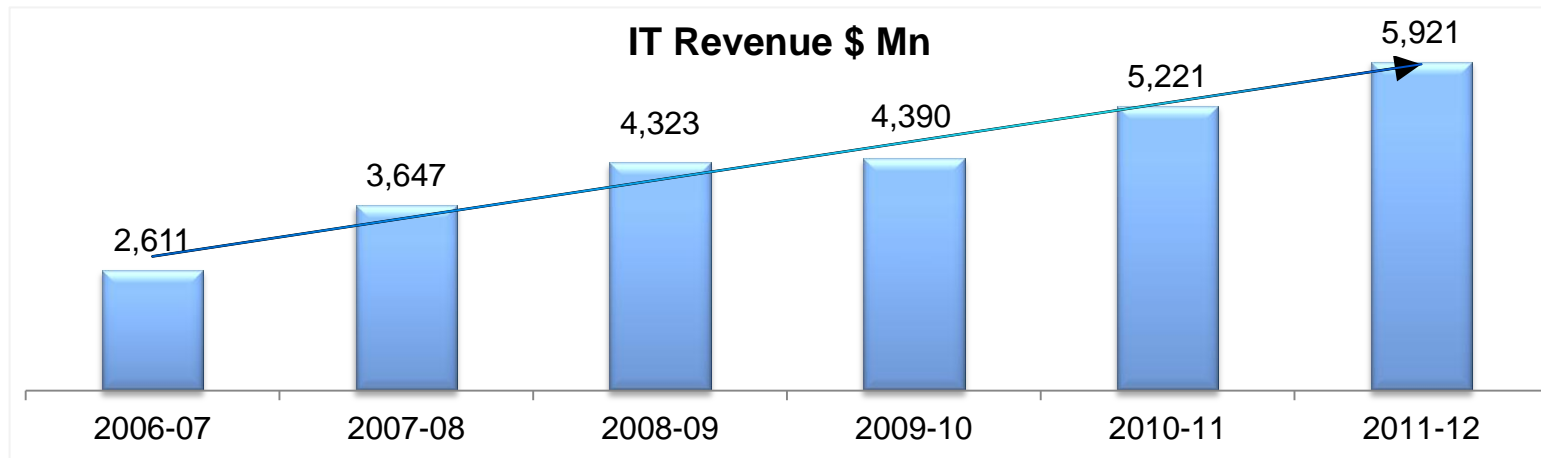
Businesses include

- IT Business
- Consumer Care & Lighting
- Infrastructure Engineering

- Wipro Corporation revenue at Rs.372 Billion for 2012 - 20% YoY
- IT Services contribute 76% of Revenue and 93% of PBIT – Revenue growth of 21% and PBIT growth of 11%
- IT Products account for 10% of Revenue and 3% of PBIT
- Consumer Care and Lighting business contribute 9% of Revenue and 6% of PBIT

* All numbers are numbers translated into USD on the basis of realized exchange rate of IT Services . For FY10 onwards, the numbers are in IFRS, while the past is in IGAAP

IT Services Business has grown at a CAGR of 18% in the last 5 years



Revenues of ~ \$6 billion for FY 12

Partner to Industry Leaders

- 918 active global clients as of June 30, 2012
- 150+ Fortune 500 customers

Global footprint

- Listed on NYSE in October 2000
- Present in 54 countries
- 20,000+ employees onsite across geographies

Diverse talent pool

- 138,000+ employees
- 73 nationalities represented in workforce

Broad based portfolio

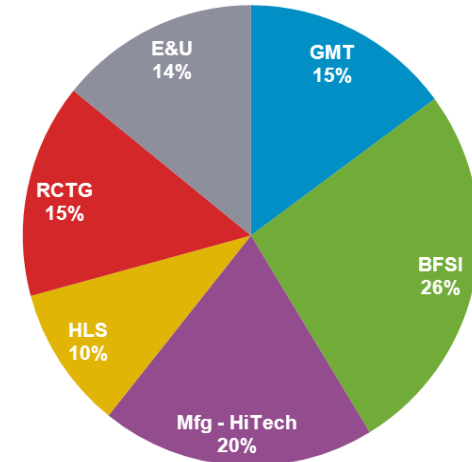
Revenue contribution of Top customers for Q1'12-13

Customer Concentration (% of revenue)	
Top customer	3.5%
Top 5	12.2%
Top 10	20.9%

- 478 customers with \$1 million revenue on trailing 12 month basis, 25 customers greater than \$50 million

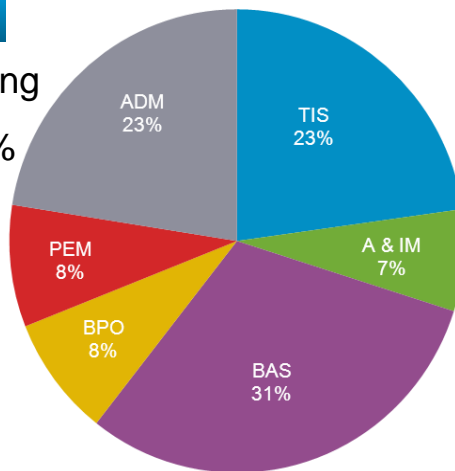
Vertical

- Diversified Vertical portfolio, with no vertical contributing more than 26%



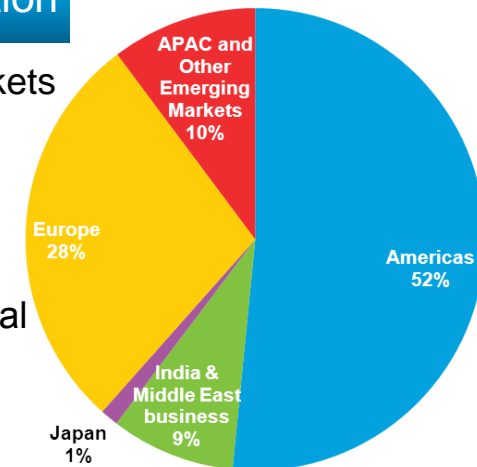
Service Line distribution

- Total integrated consulting revenues constitute >3% of Revenue



Geographical Distribution

- Scale in Western markets
- Strong presence in Emerging markets
- Balance to align “Global spend and Growth in spend”



Strategic Partnerships

Accelerate Innovation | Increase RoI | Industry Expertise | Trusted Network | Emerging Technology

Strategic Alliance Portfolio



- ▶ Strategic initiatives across cloud, analytics, mobility
- ▶ Improved customer penetration and global go-to-market
- ▶ Co-innovation and co-creation of solutions
- ▶ Emerging market focus – reverse innovation of products
- ▶ Synergistic partnership ecosystem for the future
- ▶ Sell to, sell with, co innovate

Mega-alliance strategy places Wipro in a unique position in the world of consolidating 'stacks'

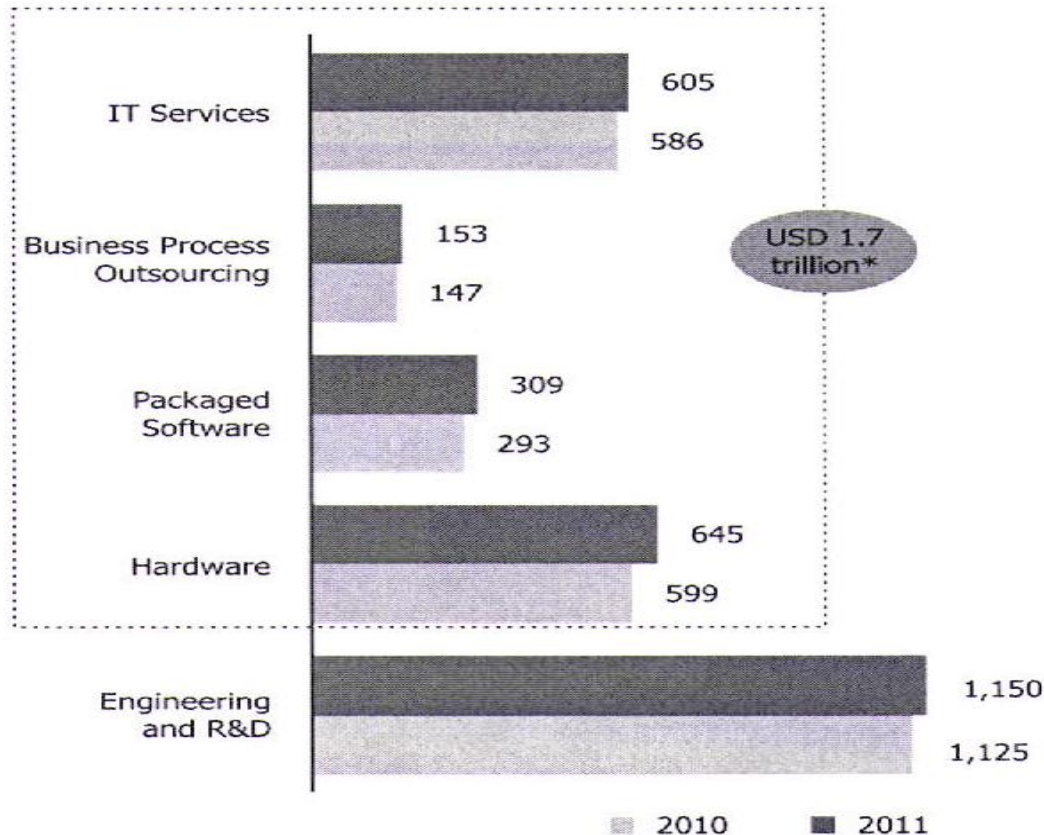
Overall Market Opportunity



Significant Market Opportunity

IT Services

Worldwide IT-BPO Spend
USD billion



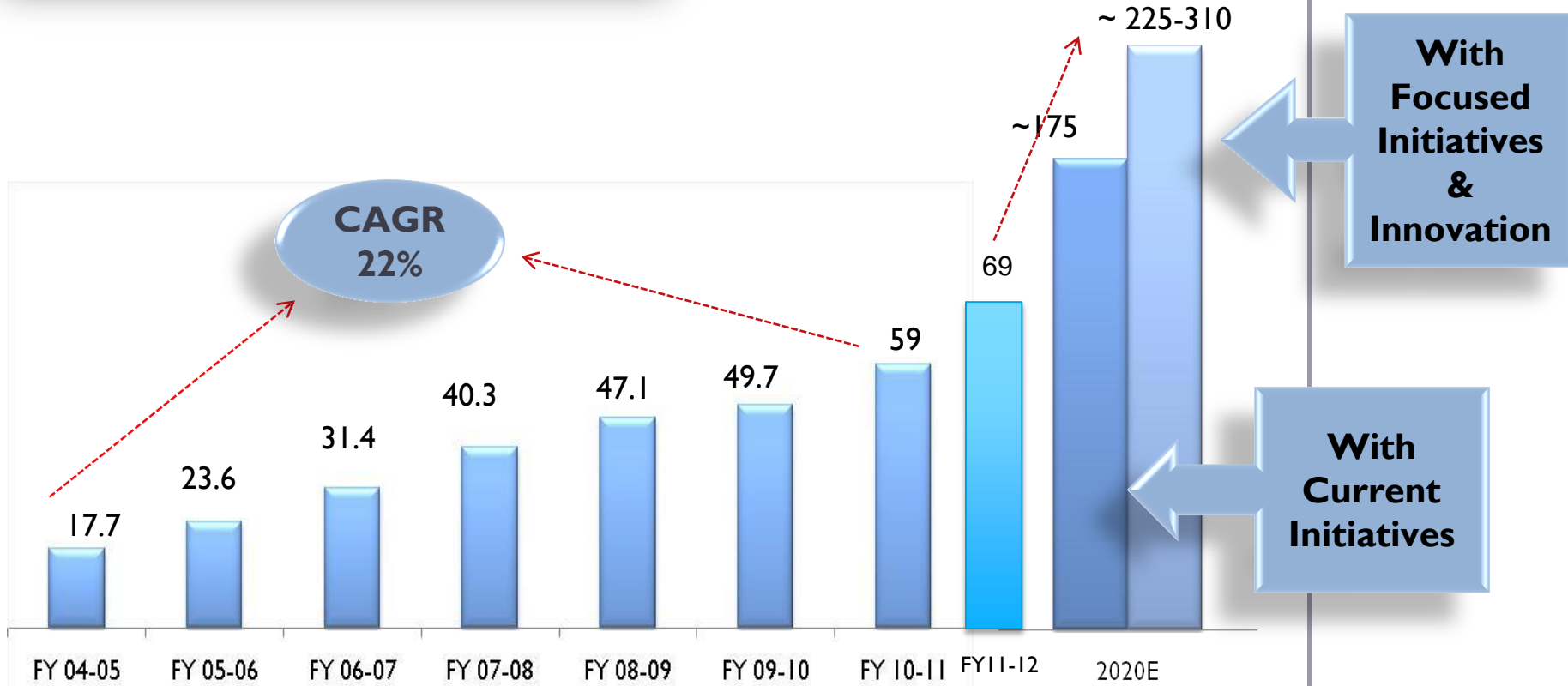
Note: * 2011

Source: Everest Research, Forrester, Gartner, IDC, NASSCOM

1. Global IT Spends at \$1.7 trillion
2. R&D spends at \$1.15 trillion
3. Indian IT addresses IT Services, BPO and Engineering & R&D spends of customers globally

India Off-shoring market is expected to grow at a CAGR of ~12-21% through 2020

India's offshore IT and BPO exports (\$B)



Long Term Fundamentals of the India Off-shoring story remain intact

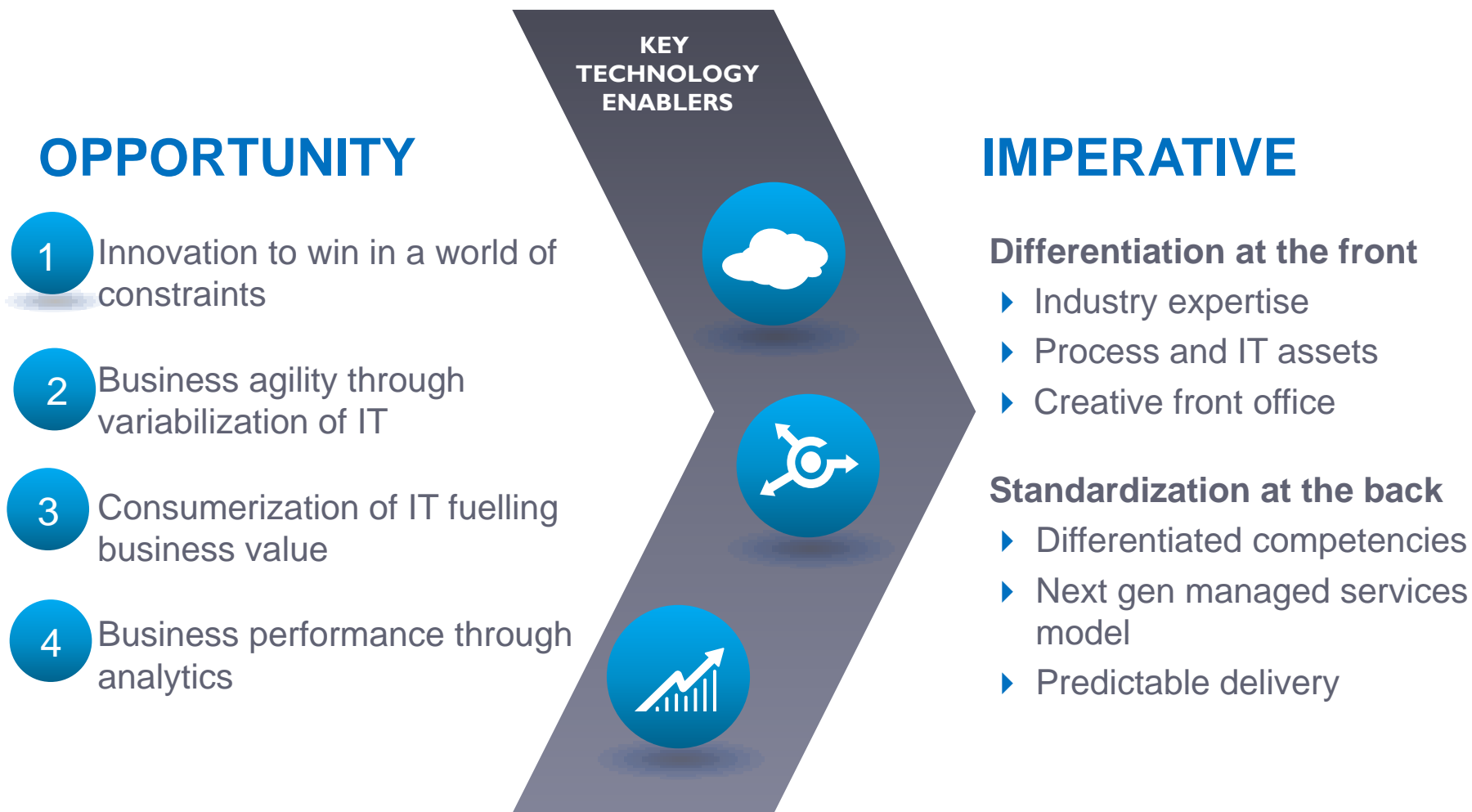
CAGR of 12% to 21%

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2011

Our Strategy

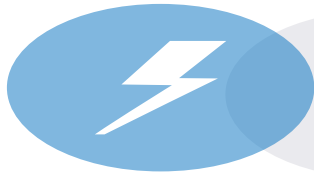


Overarching changes influencing business today



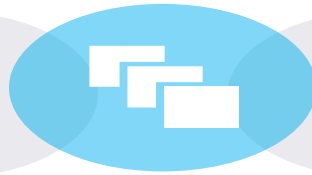
Innovation to win in a world of constraints

Businesses will have to rapidly redesign value chains to increase efficiency / reduce consumption and dependence on 'constrained resources'



Energy

Global oil consumption in 2010 was **87.38 mb/d** with production lagging at 82.09 mb/d. 2012 global oil demand to grow to 89.65 mb/d



Raw Material

Metal / mineral costs have risen by **300%** over the last 5 years



Capital

\$20 trillion global investment deficit over last 2 decades



Talent

Key industries in developed economies have **<15%** of employees under **30 years**; **>15%** are **65+**

Initial opportunities



Financial Services

Increasing compliance and legislation norms concerning new types of liabilities, impacting capital flows need new IT systems

Energy, Natural Resources & Utilities

Smart grids to improve the efficiency of the transmission and distribution of energy

Retail

Real time analysis of events, integration of interconnected devices with enterprise systems for supply chain security

Business agility through variabilization of IT

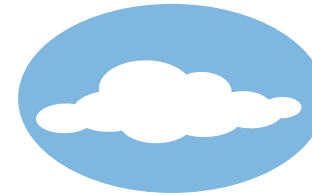
Variabilization of IT applies proven management tenets - scale, standardization, simplification and lean - to drive efficiency, optimize delivery and lower unit costs.

VARIABILIZATION



Enhancing value

- ▶ Agility and responsiveness to business
- ▶ SLA / BLA driven engagements
- ▶ Outcome based business / pricing models
- ▶ Flexibility to manage demand variations



The cloud model

- ▶ Will completely variabilize investment in IT for- applications, information, processing and storage

Wipro innovations driving variabilization



Industrialized services

Industrialized services, associated with preconfigured solutions

Predictive variabilized delivery model

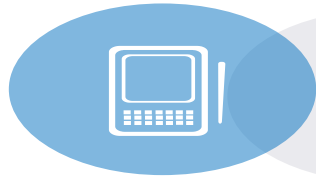
Delivery workflow model with tailored sniffing agents and automation tools integrating applications, middleware, database and infrastructure

Cloud and hosted services

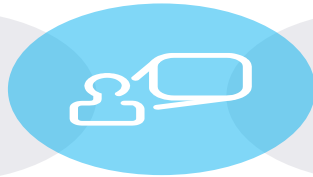
Outcome based, variabilized models that integrate IT, infrastructure and operations

Consumerization of IT fuelling business value

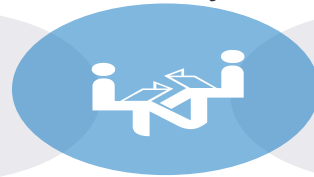
The consumer market is driving enterprise technology advances and its deployment today



Mobile cloud computing will deliver annual revenues topping **\$20** billion over the next five years



Over **70m** bloggers post reviews on products and services today



By 2015, companies will generate **50%** of web sales via their social presence and mobile applications --
Gartner



By 2015, **40%** of large enterprises will have a corporate "Facebook," for circulating both business and personal data -- **Gartner**

Growth of mobility



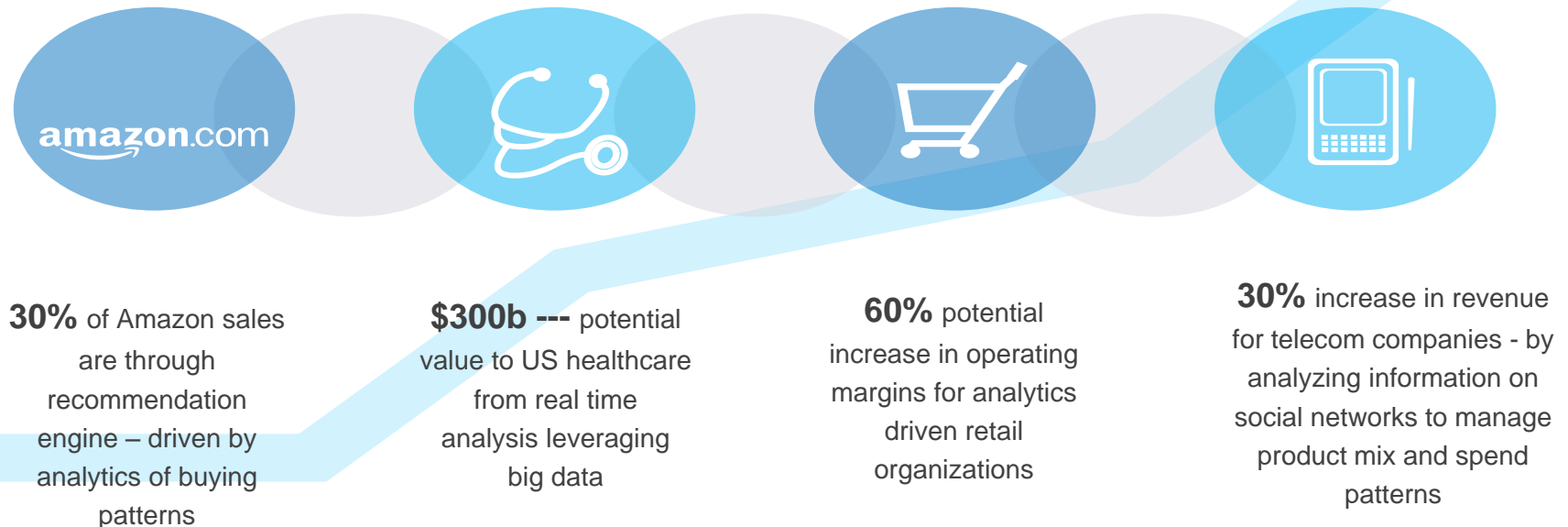
Wipro mobility solutions deployed best smartphone mobile shopping app for a large US retailer – 250K downloads in 8 weeks. 1000+ items ordered through app per week. Highest rated app in the retailer app store

Wipro is helping a global financial services company in enabling their sales force with iPad based applications, allowing them to manage sales leads, capture customer information and initiate the application processing at the customer point

Wipro Applife the Enterprise Appstore of Wipro, which was launched in the last quarter has seen significant traction - with over 50 apps developed by employees improving the efficiencies of our operations such as Travel Management, Sales CRM, Field Engineer Transformation, Time and Absence.

Business performance through analytics

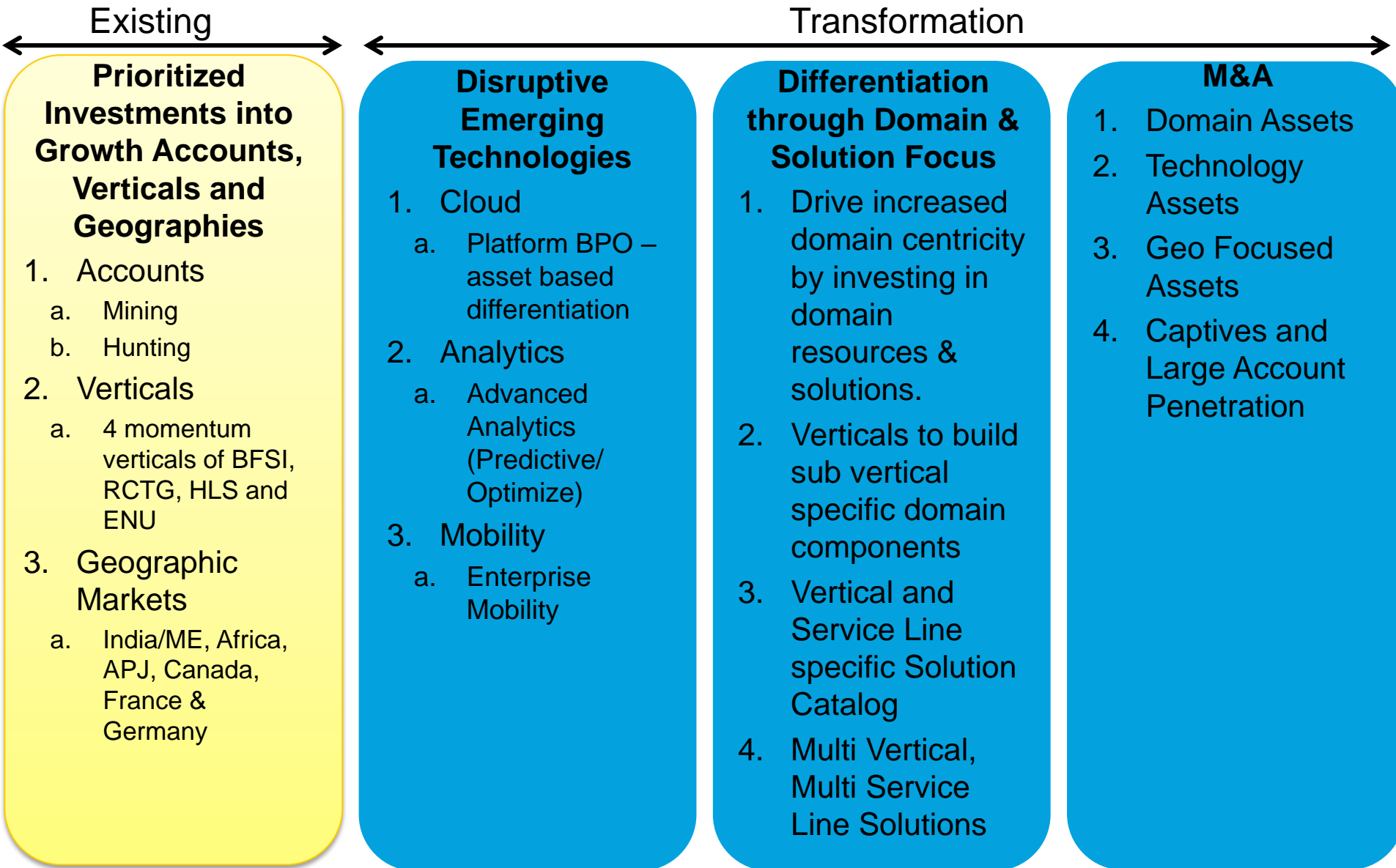
Leading companies using analytics and leveraging big data today, outperform their peers



Analytics based outcomes we deliver to clients

1. Better financial performance analysis
2. Deep customer insights
3. Optimize operations
4. Drive product / service innovation
5. Continuous process improvement

4 key components to our Strategy



Prioritizing Investments into Growth Accounts, Verticals and Markets

Right Account Real Estate

1. Identify , prioritize & pursue accounts that will drive company growth & profitability in a 3 year horizon
2. 5 account categories
 - a. Key Mega/Gama
 - b. Key Growth
 - c. Key Nurture
 - d. Flow
 - e. Tail
3. Invest & grow Key & Flow & deprioritize Tail
4. Drive disproportionate growth in Key-Mega/Gama & Key-Growth in line with potential
5. Hunting focus -Key Must-have Target accounts

Momentum Verticals

1. Differentiated & Disproportionate focus & investments taking advantage of fast growing vertical segments
2. 4 SBUs identified based on size, Absolute \$ growth & Degree of Outsourcing viz.
 - a. BFSI
 - b. ENU
 - c. RCTG
 - d. HLS

Emerging Geographies

1. Prioritized focus on markets that are driving Global growth across geographies.
2. Dedicated teams, & investments in place to leverage local market growth & establish global delivery centers
3. Prioritized markets defined as India, Middle East & Africa , ASEAN, Australia (Emerging Geo) & Canada, France, Germany (Focus Geo)

Disruptive Emerging Technologies

Cloud

1. Cloud Enablement Services
 - a. Application Transformation for Public and Private Clouds
 - i. App Refactoring
 - b. Cloud Based Infra transformation
 - i. Hybrid Cloud Management
 - ii. Dev – Test Automation
2. On Cloud Services
 - a. Horizontal Offerings
 - i. HR BPAAS
 - ii. Loyalty Management
 - iii. Procurement BPAAS
 - b. Vertical Offerings
 - i. Mortgage Origination – Gallagher
 - ii. Core Banking – Temenos

Analytics

- 2 pronged approach focused on 2 parts of the customer biz
1. Existing
 - a. Focus on increasing market share in core areas such as BI & DW
 2. Transformation
 - a. Increase market share in areas such as Customer analytics, Risk & Compliance, Supply Chain & Finance.
 3. Key actions to drive the strategy:
 - a. Focus on critical skills and SME induction
 - b. Partnerships and eco-systems for completeness of offerings
 - c. Winning of large , transformational projects in the AIM space
 - d. Organic skill build up

Mobility

- Primary Focus market: Enterprise Mobility
1. Development of productized solutions e.g. Mobility Test Farm on a cloud, Banking solutions for mid-tier banks. etc
 2. Focus on building end to end Managed services capability
 3. Drive leadership in key verticals viz. Retail , Financial Services, Utilities & Healthcare.
 4. Flex Centers/Shared Services for rapid prototyping, short cycle development, and shared testing
 5. Demonstration of Mobility thought leadership through 'Mobility Experience center'

Differentiation through Domain and Solution Focus

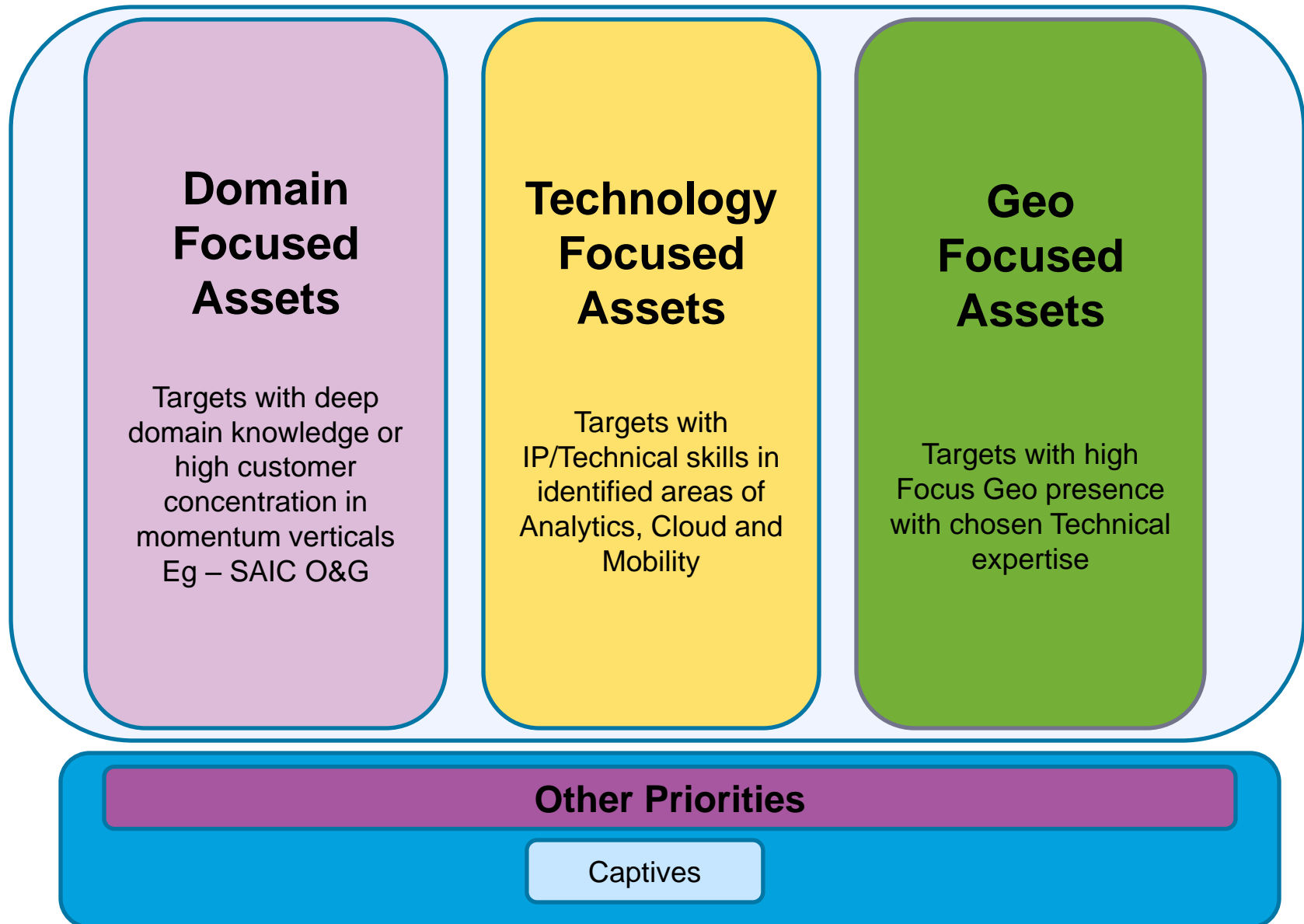
Domain & Differentiated Solutions

1. Building Domain capabilities as part of the Business Advisory Services team within the vertical
2. Identify process assets and create standardized productized offerings around this
3. Objective is to design and deliver solutions that drive business value
4. Examples :
 - a. Mortgage loan origination
 - b. Dealer Management system
 - c. Hospital Information system

H2/H3 Program

1. Investment in areas which can be future growth drivers for the company
2. Program complements “business as usual” initiatives with the objective to drive growth in revenue and profitability
3. Identified areas can be one of or mix of
 - a. Solution creation
 - b. White spaces
 - c. Product led services
 - d. New lines of business
 - e. New account & geo penetration

Mergers & Acquisitions



In Summary

'4' Over-arching Global changes



'4' Key Components to the Strategy



Markets

- Account RE
- 4 growth verticals
- Emerging geos



Themes

- Cloud
- Analytics
- Mobility



Domains

- Biz advisory services
- Vertical solutions

M&A

Annexure - Key Highlights of IT and Other Businesses



Highlights of the Quarter ended June 30, 2012

Revenue Highlights

1. Wipro Limited Revenue grew by 24% YoY to Rs. 106.53 Bn.
2. IT Services Revenue at \$1,514.8 Mn, sequential decline of 1.4%. Constant currency growth of 0.3%
3. Energy and Utilities grew YoY by 31%, Retail by 7.9% YoY. Manufacturing grew 0.5% sequentially, while Retail declined 3.9% sequentially
4. IT Services Revenue Guidance for Q2'13 in the range of \$1,520* Mn to \$1,550* Mn

Profitability Highlights

1. Net Income was at Rs.15.80 billion, a growth of 18% YoY.
2. EPS at Rs. 6.45, a growth of 18% YoY.
3. IT Services EBIT grew 24% YoY.

Balance Sheet and Cash Flow

1. Free Cash Flow generation of Rs.9 billion during quarter, 57% of Net Income
2. IT Services and Products business Return on Capital Employed at 45%

* Guidance is based on the following currency exchange rates: GBP/USD at 1.58 Euro/USD at 1.26, AUD/USD at 1.01, USD/INR at 54.76

Non IT Business Highlights for the Quarter Ended June 30, 2012

Wipro Consumer Care and Lighting (WCCL)

1. Revenue growth in Q1 of 30% YoY and EBIT growth of 27% YoY.
2. Santoor No 1 Brand in combined South + West regions at 14.3% share.
3. Major businesses Santoor , Yardley drove growth contributing 30% of segment revenue.
4. Growth in market share in Office Furniture business despite a slow down in sector. Gain in market share.
5. Growth in all key countries and brands in international business.

Wipro Infrastructure Engineering (WIN)

1. In the first quarter of FY13, despite headwinds, we grew in key geographies of our business, driven by a global customer portfolio and counter-cyclical presence in products and geographies.
2. We continue to see extensive engagement with customers in our new geos and projects and long term fundamentals very strong.



Thank You

